

## A NATURAL PRODUCT

Mr. John Wanamaker Discusses the Department Store

## BEFORE INDUSTRIAL COMMISSION

Says There is No Basis for Criticism of the Big Shops.

## RETAIL PRICES LOWERED

Mr. John Wanamaker today testified before the industrial commission on the subject of department stores. He claimed that these stores were beneficial to society, that they had a substantial economic and moral basis for their existence.

"It is," he continued, "a natural product evolved from conditions that exist as a result of fixed trade laws. Cheaper capital, better transportation, more rapid communication make the modern retail store possible, natural and useful; therefore, it is inevitable. It is a natural product, and it is a natural product that cannot be destroyed by any law."

He contended that the effect of the creation of these stores had been to reduce retail prices. In support of this statement he asserted that upon American dry goods generally the retailer's percentage of profits has been reduced one-half during the last twenty years. This was also true upon clothing, silk and cotton fabrics. The percentage of reduction in prices to the consumer could not be stated owing to the fact that the stores have introduced new and improvements in manufactures, but Mr. Wanamaker believed that the consumer saves the entire reduction in the retailer's profit.

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**Saving in Household Wares.**

In some articles definite comparisons of prices were made, as follows: Kitchen ware was now retailed at less than one-half the prices of 1880. Prices of some household articles for domestic use have fallen 80 per cent in fifteen years. Many housekeeping articles manufactured of wood and metal have been reduced 50 per cent in twenty years. The causes of these reductions in consuming costs are, said Mr. Wanamaker, fourfold. Among them are the power of the large retailer to buy cheaper and sell for reduced rates of profit.

Standard patterns of French china dinner ware and rich cut glass ware are now retailed at 25 per cent less than the prices of twenty years ago. The reason, he thought, to be credited entirely to the influence of the modern retail store.

It could also be stated that the profits of the great retail stores vary from 3 to 6 per cent on the dollar of business done. Thus it was manifest that the modern retailer is giving public service at a rate of profit small as to be merely a commission.

**Consumption Stimulated.**

Mr. Wanamaker also argued that reduced prices stimulate consumption and increase employment. More labor was required for production, transportation and distribution. The public service of the retail store is the condition of the growth of the retail business. The variety of articles dealt in was such that it was impossible to form combinations and trusts in the retail business. It was the variety of the retail business that attracted the public and that it was the variety of the retail business that attracted the public and that it was the variety of the retail business that attracted the public.

**Effect on Small Shops.**

Speaking of the effect of combination store on small shopkeepers, he said it could not be denied that one of the effects of the big stores had been to retire from business small retailers, but he contended that while this was true, the interests of these few people were not to be compared with the interests of the mass of the people. Moreover, it must be borne in mind that even before the department stores came into existence 4 per cent of those who went into business failed.

The wholesale stores and jobbers were also greatly benefited by the fact that the large stores deal directly with the manufacturer, but this, on the other hand, was a great benefit to the manufacturer. He stated that the large stores had introduced a new era in the retail business, and that the large stores had introduced a new era in the retail business, and that the large stores had introduced a new era in the retail business.

**No Basis for Criticism.**

"If they do not like the children merchants or jobbers," the witness replied. He went on to say that he had been of this class until within ten or twelve years ago, but he had changed his methods in recent years. He said that he had changed his methods in recent years, and that he had changed his methods in recent years, and that he had changed his methods in recent years.

**Box-Fide Circulation.**

A reference to the statement below will show that the circulation sworn to is a bona-fide one. It is easily possible for a newspaper with an elastic conscience to swell its legitimate circulation enormously, in order to deceive advertisers, by sending out thousands of papers of newspapers which are returnable, and which are, in fact, returned, but nevertheless are included in what purports to be an honest statement of circulation.

**Abandoned Manufacturing.**

Mr. Wanamaker said that when he had first gone into business he had thought well to his own manufacturing, but he had abandoned the idea, finding it preferable to be able to go into the open market.

In this connection the witness took occasion to say that the worst blow that the carpet business of Philadelphia had ever received was when the high tariff was put upon imports of foreign goods.

The result was that the carpet business was almost entirely destroyed. Much of the manufactured goods was sold in the large stores, but the loss did not fall upon the stores. He did not believe in selling goods at a loss, but he believed in selling goods at a profit, and he believed in selling goods at a profit, and he believed in selling goods at a profit.

**Philadelphia His First Love.**

"Don't ask me about the New York business," said Mr. Wanamaker, after speaking of the extent of his business in Philadelphia. "for I am a Philadelphian and Philadelphia is my first love."

He went on to say that the New York people did not stop in business hours to shop, and that the New York people did not stop in business hours to shop, and that the New York people did not stop in business hours to shop.

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of progress in the interest of the business of the country. He also thought the trusts should be regulated.

## PLACED IN A VAULT.

Body of Horton Deposited in Congressional Cemetery.

The body of George W. Horton, who paid the death penalty at the District Jail yesterday for the murder of Jane Nicholson, was placed in a vault at Congressional cemetery this afternoon. It is not yet known when the body will be buried. Funeral services were held at the undertaking establishment of Boteer & Scott, where the body was taken yesterday afternoon after the execution. The four spiritual advisers of the condemned man were present to participate in the ceremonies. Only a few relatives and intimate friends of the family were present.

The body was in a black cloth-covered casket. It was the wish of the widow that the casket should contain no trimmings except the hands, and her wish was complied with. A large floral pillow, with the inscription "At Rest" in Immortelle's rested on the casket, and on a card attached to the casket was written: "From an affectionate wife."

It was Mrs. Horton's intention yesterday to have the body removed to her home, No. 107 7th street, after the embalming was completed, but as she wanted to avoid excitement she took the advice of friends, and allowed the body to remain at the undertaking establishment.

Last night and this morning crowds of people visited the undertaking place of business and the home of Mrs. Horton, hoping to get a glimpse of the dead man's face. At the undertaking establishment it was necessary to keep a man at the door until the place was finally closed for the night.

Four persons were admitted. Mrs. Horton objected to the body being on exhibition to the public, and those who were attracted by curiosity were not gratified. Short service was also conducted at the home of the police force were permitted to view the remains without a note from the widow. To a few personal friends she gave notice.

**TAX ON EXPRESS COMPANIES.**

Hearing Before the Assistant Attorney General.

Col. J. C. Boyd, assistant attorney general, gave a hearing today to John A. Garvey, representing a committee of the Bankers' Association, and John J. McCook, representing the Wells Fargo Express Company, and Charles Steel of the Adams Express Company, on the question of the taxability of express companies as brokers under the war revenue act. This question has been before the commissioner of internal revenue for some months, and bankers claiming that the express companies not only do a large business in domestic exchange, but also in foreign exchange, and under the wording of the war revenue act they are liable to a tax of \$50 a year as brokers.

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**ARMY PROMOTIONS RESULTING.**

Effect of the Advancement of Col. Kellogg and Carpenter.

The appointment of Col. E. R. Kellogg, 6th Infantry, and Col. G. Carpenter, 18th Infantry, as brigadier generals of regular rank will result in the promotion of Lieut. Col. Charles Miller, 6th Infantry, to be colonel of the 6th Infantry, and Lieut. Col. J. M. J. Sanno, 4th Infantry, to be colonel of the 18th Infantry. Other promotions will result in the lower grades and Maj. Charles L. Davis, 11th Infantry, and Frank B. Kellogg, 11th Infantry, will be made lieutenant colonels.

The retirement of Lieut. Col. Robert Craig of the signal corps will result in the promotion of Lieut. Col. Allen and Capt. R. E. Thompson one grade each in the signal corps, and will leave a vacancy in the grade of first lieutenant, which will be filled by transfer from the line of the army.

**CHOICE OF LEADERS.**

District Organizations Elect Officers.

Brightwood Lodge, No. 8, R. A. M., at its stated convention December 6, elected the following officers for the ensuing year: Angus Lamond, E. H. P. F. J. Lung, king; C. C. Lamond, scribe; Abram Frey (re-elected), secretary; G. W. Ballock (re-elected), treasurer. The proxies to the Grand Chapter (appointed) are H. Yost, Jr., Theobald and A. V. Parsons.

The officers-elect were duly installed by R. E. G. Scribe A. Frey.

The following are the new officers of Waugh Chapter, No. 265, Epworth League:

**BOYA-FIDE CIRCULATION.**

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President, ex-officio, Rev. Geo. E. Mayfield; president, J. Finney Engle; first vice president, George S. Gibson; second vice president, Mrs. J. C. Gibson; secretary, J. C. Gibson; treasurer, Walter Jett; librarian, Ralph Schroeder.

## NEW EXECUTIVE DEPARTMENT.

A Bill to Create a Secretary of Commerce.

Mr. Roberts of Massachusetts has introduced a bill in the House to establish the department of commerce and manufactures, as an additional executive department at Washington. The head of the department, at \$8,000 a year, shall have a seat in the cabinet, and there shall be an assistant secretary, at \$4,000 a year, with chief clerk, and such other clerical assistants as may from time to time be authorized by Congress.

The department of commerce and manufactures shall have general jurisdiction over the foreign and internal commerce of the United States, except in so far as relates to the collection of the revenue and the internal revenue laws. It shall also have jurisdiction over all matters relating to manufacturing interests of the United States, including the extension of foreign markets for the same, and the increase of trade and commerce with foreign countries. The secretary of commerce and manufactures shall have and perform all the duties now incumbent upon the secretary of the Treasury in relation to the trade and commerce of the United States, whether the same be upon land or water.

The several bureaus of the Department of the Treasury known as the life-saving service, the light house board, the marine hospital service, the bureau of steamboat inspection, the bureau of navigation, the United States coast and geologic survey, together with the bureau of statistics, shall be transferred to the department of commerce and manufactures, and shall be under the jurisdiction and supervision of the secretary of that department. The bureau of statistics of the Department of State shall be transferred from that department to the department of commerce and manufactures, and shall be under the jurisdiction and supervision of the secretary of that department.

The consul general of the Department of State and the several consular officers of the federal government, including consuls general, consuls, vice consuls, their deputies, clerks, and all other officers of the government resident in foreign countries, shall be transferred to the department of commerce and manufactures, and shall be under the jurisdiction and supervision of the secretary of that department.

**Democrat Legislators in Ohio Re-Elected.**

CLEVELAND, Ohio, December 9.—Democratic legislators throughout Ohio—Democrats in their mail this morning circular letters urging them not to enter into a league with the Kurtz republicans to attempt to control the Ohio legislature as against the Hanna organization. The letters state that the democrats must stand together this year, and that the league with the Kurtz republicans is a betrayal of the democratic cause.

**THE YEARLY ESTIMATES.**

Present Appropriations Compared With What Will Be Needed.

Messrs. Courts and Cleaves, clerks, respectively, of the House and Senate appropriations committees have prepared a statement comparing the estimates of the appropriations for the year 1901 with the appropriations made for 1900 and with the estimates for the latter year.

The table shows that the total cost of operating the government for the year 1901, as estimated, will be \$117,624,728.29 more than for the year 1900. This is exclusive of deficiencies and miscellaneous appropriations which may have to be provided for. The total cost of the government for the year 1901, as estimated, will be \$117,624,728.29 more than for the year 1900. This is exclusive of deficiencies and miscellaneous appropriations which may have to be provided for.

**First Open Session.**

The first open session of the Roberts committee was held late this afternoon. On the committee being called to order at 2:15 o'clock, the committee began.

**Attack on Schroeder.**

Mr. Schroeder, representing the delegation of Utah gentlemen, then addressed the chair.

Instantly Mr. Roberts arose in his place and said that whether Mr. Schroeder appeared as counsel or as witness, he protested against his appearance before the committee on the grounds that he was not a witness, and that he was not a witness, and that he was not a witness.

**THEATRE RAILWAY LEASED.**

British Syndicate Gets the Property for Fifty Years.

LONDON, December 9.—The Westminster Gazette says Sir Westman Dickinson Pearson, M. P. for Colchester, and head of the firm of S. Pearson and Son, Limited, contractors for public works, has completed negotiations with the Mexican government for the lease of the Theatre railway for a period of fifty years. The railway is to be used for the purpose of constructing a harbor at either end. The harbor is to be constructed at either end of the railway.

**REPLY TO ROBERTS' APPEAL.**

Anti-Mormon Delegation Declares That Utah Has Broken Faith.

A delegation representing the Gentiles of Utah have issued a reply to the statement by Mr. Roberts in defense of his right to a seat in the House.

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## MR. ROBERTS' PLEA

Demurs to Jurisdiction of the Taylor Committee.

The consideration of the case of Mr. Roberts was resumed at 10 o'clock this morning by the House investigating committee. Mr. Roberts, being present, pleaded to certain specific interrogatories which had been framed. The proceedings continued to be behind closed doors.

Mr. Roberts was first asked if he conceded the existence of the court record in the case of the church of Jesus Christ of Latter-day Saints, which he had married plural wives, and had lived with them since that time as wives.

To the whole of this charge Mr. Roberts pleaded not guilty, and then demurred to the jurisdiction of the committee.

**Two Hours' Argument.**

Mr. Roberts argued these points for nearly two hours, referring to law books and answering queries. It was a legal controversy, through which the facts not being known at length, Mr. Roberts, after asking that his prime face right to a seat be at once considered, as the present status denied to a sovereign state representative legislation affecting that state might take place.

**Meeting to Be Public.**

At the conclusion of Mr. Roberts' statement the committee held an executive session and then adjourned until 2 p.m. The chairman announced that subsequent meetings of the committee would be held in public, and that the stenographers' reports of the morning's proceedings would be given to the public.

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"As evidence that this compact has been broken," the reply says, "we point to the following:

"Second—That about two thousand polygamists have been born to polygamous wives since stated.

"Third—That the circumstantial evidence unmistakably points to the existence of new wives in polygamous households, the most convincing of which is the fact that the cases of Apostles Abraham H. Cannon, John W. Taylor and Apostle Teasdale, in the first of which the church official of the dominant church refused to recognize the marriage and the new polygamist wife is employed as teacher in a church school."

"Fourth—That the very men who interpreted the manifesto of 1890 to prohibit unlawful cohabitation with prior acquired wives now publicly justify its continuance."

"Fifth—That most of the same men who in a petition for amnesty pledged their sacred honor for the obedience of the law by their people are now by example and precept encouraging to commission of the crime of unlawful cohabitation."

"Sixth—That the evidence of this had faith, we call attention to the fact that men holding high church office have pleaded guilty to a substantial violation of the law before the state courts without having their church standing affected, even in cases involving their fines paid by sympathetic friends."

"Seventh—All this is by necessary implication endorsed by a majority of Utah's people, as shown by the fact that the legitimate progeny, as evidenced by his legitimate charges, he was elected by an overwhelming majority."

That Mr. Roberts himself understood that compact to mean the discontinuance of unlawful cohabitation, we point to his registration oath of 1895, in which he swore to abstain from the commission of the crime of unlawful cohabitation."

The reply is signed by T. C. Huff, Salt Lake; Mr. Martin, Salt Lake; Mr. Owen, Salt Lake; Mr. C. M. Schaefer, Salt Lake; Mr. A. T. Schroeder, Salt Lake.

**PACKAGES SENT BY MAIL.**

Rules That Should Be Observed to Prevent Delay.

The indications at the city post office are that an unusually heavy business will be transacted during the holidays in the transmission of packages by mail, due unquestionably to the prevalent opinion that affairs in the capital city, as well as in other parts of the country, the postmaster, Gen. Merritt, therefore calls attention to the fact that in order to prevent delay in the dispatch of matter the senders of it should observe the following rules:

First—Valuable packages, either of books or merchandise, should be registered. Second—Every package should be plainly addressed, and should bear the name and address of the sender in the upper left-hand corner of the superscription face of the wrapper, unless the sender has some reason for not wishing to have his name appear.

Third—The package should be securely put up. If it contains fragile articles, they should be packed with soft cotton or some other soft material, and should be protected by photographs or other pictures, articles of paper or cardboard, should be protected by thin wooden boards.

Fourth—Every package should be prepaid in full. The post office will not accept a package unless it is prepaid in full. The post office will not accept a package unless it is prepaid in full. The post office will not accept a package unless it is prepaid in full.

Fifth—Matter should be mailed as soon as possible, otherwise there may be delay in the delivery of the package. The post office will not accept a package unless it is prepaid in full. The post office will not accept a package unless it is prepaid in full. The post office will not accept a package unless it is prepaid in full.

Sixth—If it is not convenient to bring matter to the main office it may be registered or mailed at any of the branch offices, or by the various postal substations throughout the city.

**No Tidings of Missing Steamer.**

BUFFALO, N. Y., December 9.—No tidings from the Canadian steamer Niagara, which was foundered in Lake Erie in the gale of Tuesday week, and sixteen men have been recovered today.

**Divorce Granted.**

A decree was signed today by Justice Board in Equity Court No. 2 granting John J. Johnson a divorce from Joseph E. Johnson, by reason of infidelity on the part of the latter.

**Their Condition Improving.**

The condition of Lieut. Hollinger and Policeman Kelly, both of the fourth precinct, and each of whom was yesterday thought to be dying, was today reported as much improved, and hopes are now entertained that they will recover.

**Personal Mention.**

Gen. Miles has gone to New York for a few days.

Mr. Forest P. Trailles has gone to St. Louis, where he will assume a position in the United States steamboat inspection service.

## FINANCE AND TRADE

Heavy Liquidation in the Industrial Stock List.

SUGAR THE POINT OF ATTACK

Railway Shares Hold Their Own for the Present.

## GENERAL MARKET REPORTS

Special Dispatch to the Evening Star.

NEW YORK, December 9.—Opening prices this morning reflected a further pressure of stock from the room and some sharp concessions were recorded toward the end of the first hour's business. Fears of a bad bank statement and the stringency in the money market were the arguments for the decline. Banks are positive in their demand for stiff-edged collateral at this time. This fact is so generally recognized that borrowers on industrial issues, construct every raid to mean an additional hardship and liquidate rather than resist the movement.

The selling today was not wholly confined to the newer properties. American Sugar, for example, failed to sustain its reputation for having become a known quantity. On the rally following the publication of the bank statement, the stock was supplied in such volume as to reduce the price over 4 per cent in thirty minutes.

The tobacco shares were being sent to market on a large scale also, and the creation of the last year were not especially distressed. The decision was generally an interview with the most prominent seller of these shares gave the Addyston Times and Herald as the reason for all this. It was the decision of a kind intended to be construed to be a between-the-lines endorsement of the Sugar Company's character. The market in question sold the latter stock very freely.

There is no support from the inside interests. The public is, in a sense, indifferent to the sugar market, and the professional room element is in undisputed control of prices.

During the balance of the year little hope of a change seems justifiable. The attack of the centers in the industrial department, and the railway list holds wonderfully well, but the market is not likely to cut away from its active neighbor just yet.

Some buying of the better class of railway stocks was reported today, but the buying was not of a kind intended to be construed to be a between-the-lines endorsement of the Sugar Company's character. The market in question sold the latter stock very freely.

The latter conditions are unfortunately endangered by the former, and ready to withdraw at a moment's notice. It is as if it proved itself to be a loss of knowledge and belief.

There are many important changes to be recorded before the security market attracts limiting confidence. The idea that trusts are the real source of trouble, far from correct, and the knowledge of this country, contrary to the knowledge of the latter conditions, is very expensive to indiscriminate sellers.

The bank statement was a surprise to the street inasmuch as the loss of \$2,675,300 in cash and deposits was predicted. The statement showed a decrease of \$2,675,300 in cash and deposits, and a decrease of \$2,675,300 in cash and deposits, and a decrease of \$2,675,300 in cash and deposits.

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## FINANCIAL

REPORT OF THE CONDITION OF THE CITIZENS' NATIONAL BANK OF WASHINGTON, D. C., at the close of business on December 7, 1899.

RESOURCES.	Amount.
Loans and discounts	\$1,046,986.75
Overdrafts, secured and unsecured	462.68
U. S. bonds to secure circulation	50,000.00
U. S. bonds on hand	2,500.00
Banking house, furniture and fixtures	20,705.70
Real estate	90,548.94
Due from state banks and bankers	2,500.47
Due from national banks (not reserve)	184,875.70
Checks and other cash items	30,435.13
Exchanges for clearing house	800.00
Notes of other national banks (not reserve)	1,225.40
Lawful money reserve in bank vault	44,000.00
Specie	64,000.00
Redemption fund with U. S. treasurer (5% of circulation)	100,000.00
Total	\$1,630,404.62

LIABILITIES.	
Capital stock paid in	\$200,000 00
Surplus fund	120,000 00
Undivided profits, less expenses and reserves	24,308 62
Bank notes outstanding	\$4,410 00
Due to other national banks	\$17,389 62
Due to state banks and bankers	11,646 03
Undivided income	330 00
Individual deposits sub- ject to check	1,168,922 17
Demand certificates of de- posit	100,845 00
Certified checks	8,297 18
	1,140,945 00
Total	\$1,639,054 62

District of Columbia, City of Washington, ss:  
 I, **WILLIAM C. PEARSALE**, cashier of the above-  
 named bank, do solemnly swear that the above  
 statement is true to the best of my knowledge and  
 belief.

Witness my hand and the seal of this bank  
 this 11th day of March, 1901.  
 Subscribed and sworn to before me this 11th day  
 of March, 1901.